

## *Section 5. Additional Information*

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## **5. ADDITIONAL INFORMATION REQUESTED BY THE COUNTY**

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A. The ability of Boston Properties and KSI to develop, design and construct Class-A commercial or municipal office projects is addressed in *Section 1. Qualifications and Experience*.

1. The initial facilities are one 400,000 SF building housing the County's Administrative Services and one 100,000 SF building housing the County's Family Services building and associated parking. The 400,000 SF building is 120 feet deep. The 100,000 SF building is 100 to 120 feet deep. At this time, the County has not provided a detailed program to address the interior layout of these buildings.

B. Location of the property:

1. The site is within the Town of Leesburg. The location of the proposed property is discussed in *Section 2* under the *Location* heading and a Vicinity Map is provided in that section.

2. The road network, the relationship to Route 50, Route 7, Route 15, Route 28 and the Dulles Greenway, the visibility of the site and the proposed facilities are described in *Section 2* under the *Road Network* heading.

3. The Developer will work with existing transit companies to provide bus service from Park & Ride lots within the County to the project and from downtown Leesburg to the project.

C. The attributes and constraints of the private entity's property:

1. A site plan is included in a previous section of this proposal that clearly identifies the property limits, the buildable areas, parking, stormwater management, roadways and the buildings proposed for the County's use.

Conceptual site plans of the proposed facilities are included in a previous section of the report.

2. The site plan demonstrates the buildable areas of the project. There is a floodplain along Tuscarora Creek along the southern edge of the property.

### 3. Utilities:

Public water and sewer are available from the Town of Leesburg and are currently at the perimeter of the property.

Verizon and other telecommunications companies have existing facilities along the Route 7 frontage of this property.

Dominion Virginia Power has existing facilities along the Route 7 frontage of this property.

Washington Gas has existing facilities in the northeast corner of the property.

All these utilities will be extended into the property as part of the construction of the road network and development of the Village Center component of the project.

KSI has met with these utility providers and adequate capacity for the project is available.

No off-site extensions or improvements will be required for this project.

### 4. The anticipated ingress and egress routes are discussed in *Section 2* under the *Road Network* heading.

D. The Village at Leesburg is a well planned project that provides a walkable mixed-use environment for the overall community and the employees and visitors of the Government Administrative Center. It provides walkable access to shopping for daily needs, specialty shops, and a variety of dining options. A central plaza will serve as a community gathering space and will be programmed for special community events such as art shows, concerts and an outdoor market. To further round out the mix of uses, business hotels and a 45,000 SF health club have expressed interest in the Village at Leesburg.

The Village at Leesburg is within the Town of Leesburg and convenient to the downtown historic district and its long-established historic, cultural, performing arts, and tourism amenities. In the immediate area of the property are the historic resources of the Goose Creek Truss Bridge, Carradoc Hall, Stone Harper House, and a Civil War artillery fortification. See the enclosed *Heritage Resources Policy Map* for further information.

The Village at Leesburg will build trails along River Creek Parkway, Crosstrail Blvd., Russell Branch Parkway, and Tuscarora Creek connecting the project to the surrounding community. See the enclosed *Bicycle/Pedestrian Facilities*

*Policy Map* for additional information. Other recreational amenities include the Goose Creek Golf Course and the County's Keep Loudoun Beautiful Park. This park provides access to the Goose Creek Truss Bridge and a canoe/small craft launch ramp for fishing and boating opportunities on Goose Creek. The site is also 1-½ miles to the Lansdowne Resort and Golf Course.

A portion of the project budget may be set aside for public art, once we understand the County's goals and objectives regarding this desire.

## *Biographies – Boston Properties*

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*Duties and Responsibilities*

- Interface with senior management on all matters pertaining to this requirement throughout the entire development process
- Lead the preparation of any response to proposals
- Act as the principal contact during the proposal process through contract award
- Act as a liaison in the process of presentations to employees, briefings and public meetings
- Lead client relations and community relations activities
- Liaise with local or federal agencies who have an interest in the project
- Liaise with individuals and community groups who have an interest in the project
- Main point of contact with financial sources for Washington area projects
- Input on design issues relating to building efficiency and exit strategy



*Relevant Experience*

Mr. Ritchey joined Boston Properties in 1980 shortly after the opening of the Washington office. In March 1998, he was promoted to the position of Executive Vice President and Head of the Washington Office. He is also the National Director of Acquisitions and Business Development for the Company. His primary responsibilities in Washington are to direct the acquisition of local development sites, properties, portfolios and the marketing and leasing of all office, retail and industrial projects in the Washington/Baltimore region. Since the opening of the Washington office, Boston Properties has acquired, developed and leased over 16,000,000 square feet of office, retail, industrial, hotel and residential development, including over 5 million square feet of large government user transactions.

In his role as the partner-in-charge of site acquisition and marketing, Mr. Ritchey has in-depth knowledge of those development factors critical to the success of commercial projects. He has consistently demonstrated the written and oral communication skills necessary to present projects in their most favorable fashion and structure proposals and presentations that are responsive to the needs of the prospective tenants, government agencies and community groups. A testament to Boston Properties' marketing prowess is the fact that their Washington projects currently enjoy an effectively zero vacancy rate.

Specially related to this project is his experience with Boston Properties in the leasing of office space to institutional, corporate and government agencies for use as their headquarters. Mr. Ritchey has leased over 10,000,000 square feet of office and industrial space to these user groups. Mr. Ritchey directed the marketing effort, including the lead role in major presentations associated with competitions for several major headquarters including the Office of the Comptroller of the Currency, Overseas Private Investment Corporation, NASA, the U.S. International Trade Commission, Shaw Pittman Potts and Trowbridge, the Thurgood Marshall Federal Judiciary Building, TRW, Accenture, Jones Day Reavis and Pogue, and the Health Care Financing Administration. He knows very well how best to respond to the needs of users who are establishing a headquarters facility.

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*Qualifications*

27 years of marketing and leasing experience in Washington  
23 years with Boston Properties

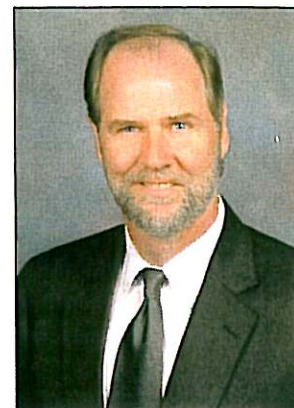
*Education*

U.S. Naval Post Graduate School, MSM, Monterey, California 1973  
U.S. Naval Academy, Annapolis, Maryland, B.S., 1972



*Duties and Responsibilities*

- Overall responsibility for supervising the project management staff
- Liaison between development team and client; periodic construction progress meetings
- Overall responsibility for overseeing the programming review, space planning and design effort, which includes coordination of design consultants and interface of design team with other engineers and special consultants for the entire project; preparation of the project legal documents and contracts
- Overall responsibility for overseeing the preparation of design and construction schedules
- Coordination of design with contractor pre-construction service
- Overall responsibility for overseeing the project budget
- Review and approval of all project invoices, including design services and construction requisitions
- Overall responsibility for overseeing the coordination of the work of the tenant design team



*Relevant Experience*

Mr. Peter D. Johnston serves as Senior Vice President and Manager of our Washington, D.C. office. He is in charge of all operations including project development, leasing, construction, property management and administrative activities for our Washington D.C. office, with a staff of approximately 200 people. Mr. Johnston joined the Company in 1987. In 1989 he was promoted to Project Manager, with subsequent promotions in 1991 to Vice President and in 1997 to Senior Vice President. In 2003 he was appointed head of the Development team in the Washington Region. In 2005 he was promoted to the position of Regional Manager. The various projects he has worked on include:

- **Two Freedom Square** – Completed in July 2002, Two Freedom Square is a 410,000 RSF sister building to One Freedom Square in the heart of Reston Town Center. The lead tenants in the buildings are Titan Systems and Finnegan Henderson Farabow Garrett & Dunner.
- **Discovery Square** – Completed February 2002, Discovery Square is a two building complex comprised of Discovery Square One and Discovery Square Two in the Reston Town Center district. Discovery Square One, a nine story, 175,000 RSF building is substantially leased to Siebel Systems as their mid-Atlantic headquarters. Discovery Square Two is a nine story, 185,000 RSF building that includes a concourse level and has been leased to Microsoft and SI International.
- **One Freedom Square** – A 406,980 RSF office building in Reston Town Center, Virginia which was 60% pre-leased to Accenture as their headquarters facility. Other tenants include Cooley Godward, Hale & Dorr, Legg Mason, Morgan Stanley and Merrill Lynch.
- **Reston Overlook** – A 444,000 RSF two building office complex in Reston, Virginia, 70% of which was pre-leased to Northrop Grumman as their headquarters facility.
- **Orbital Sciences Campus** – This is a three building, 340,000 GSF headquarters complex leased in its entirety to Orbital Sciences Corporation and its subsidiaries.



- **Market Square North** – A 480,000 RSF mixed use project comprised of a 400,000 RSF first class office building and an 86 unit luxury apartment building located between the White House and the U.S. Capitol in downtown Washington.
- **Arboretum** – A 96,000 RSF office building in Reston, Virginia substantially pre-leased to Landmark Systems, Inc. as their Headquarters facility.
- **2450 N Street/Whitman Place** – A 135,000 RSF mixed use project comprised of the headquarters for the Association of American Medical Colleges and 36 luxury condominiums.
- **Emerson House on the Park** – A 115,000 RSF residential project consisting of 101 luxury condominiums.

In addition to the construction projects listed above, Mr. Johnston has significant experience on the following Boston Properties' redevelopment projects:

- **U. S. News & World Report** – A 100,000 RSF renovation and base building addition, accommodating the Carnegie Endowment for International Peace in Space previously occupied by the magazine.
- **Capital Gallery** – This 400,000 RSF building underwent a complete renovation of all public areas as well as the life safety system, including new fire alarm, fire pump and sprinklers. Numerous tenant spaces have been renovated including the headquarters for the American Nurses Foundation.
- **Democracy Center** – This 680,000 RSF three building complex underwent a complete renovation of the lobbies in each building in addition to the releasing and renovation of over 500,000 RSF of tenant space formerly occupied by a single tenant.

Mr. Johnston has been directly responsible for over 4,000,000 square feet of new development and renovation projects for Boston Properties. In all these projects, he has had the overall responsibility for budgeting and scheduling on the design and construction sides.

#### *Qualifications*

16 years of marketing and leasing experience in Washington / 16 years with Boston Properties

#### *Education*

University of Virginia, Master of Business Administration, 1987

Hollins College, Master of Arts, 1982

Roanoke College, Bachelor of Business Administration, 1981

*Duties and Responsibilities*

- Overall responsibility for supervising the project management staff
- Liaison between development team and client; periodic construction progress meetings
- Overall responsibility for overseeing the programming review, space planning and design effort, which includes coordination of design consultants and interface of design team with other engineers and special consultants for the entire project; preparation of the project legal documents and contracts
- Overall responsibility for overseeing the preparation of design and construction schedules
- Coordination of design with contractor pre-construction service
- Overall responsibility for overseeing the project budget
- Review and approval of all project invoices, including design services and construction requisitions
- Overall responsibility for overseeing the coordination of the work of the tenant design team



*Relevant Experience*

Mr. Kenneth F. Simmons serves as Senior Vice President - Development and is in charge of all project development in the Washington, D.C. region. Prior to joining Boston Properties in January 2007, Mr. Simmons was with CarrAmerica Development, Inc. for twenty years and Arthur Cotton Moore Associates for nine years.

He started his career in 1978 as an architect with Arthur Cotton Moore/Associates P.C. – Architects in Washington, DC. He was a Project Architect during design through construction phases for several large projects: Washington Harbour, a mixed use project that contained office, luxury condominiums and retail space, and 1400 Eye Street which was a 220,00 square foot office building built around and over an existing Metro station. He was also involved as an architect on various other office buildings and hotel/office complex projects.

Ken joined CarrAmerica's predecessor, the Oliver Carr Company, in 1987. He began his career at CarrAmerica as Senior Project Manager on several major projects (Ballston Plaza and Stuart Park). In 1994 he was promoted to Vice President and given the added responsibility of managing the group responsible for tenant and capital improvements. In 1996 he played a key role in the roll-out of CarrAmerica's national development expansion. In 1999 he was promoted to Senior Vice President and was given oversight of the development activity in the Central and Eastern Regions of the country. He has also provided executive oversight for numerous projects such as the IMF Headquarters, a 650,000 square foot build-to-suit office building; the Newseum, a 550,000 square foot mixed use complex consisting of a museum, theater, retail, office, conference center, residential units and a garage; and Terrell Place, a mixed used complex consisting of a 478,000 square feet office/retail building and a residential building with 33 condominium units. While at CarrAmerica he directly managed or provided oversight to over 16,000,000 square feet of real estate development or construction projects.

*Qualifications*

Twenty-nine years of experience as a Real Estate Development Executive, Project Manager and Architect.

*Education*

North Carolina State University, Master of Architecture, 1977

North Carolina State University, Bachelors of Environmental Design in Architecture, 1974

*Biographies – KSI Services, Inc.*

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# ■ Executive Bio

## Chairman and CEO

Robert C. Kettler is the majority shareholder, founder and chairman of real estate development company KSI Services, Inc. Mr. Kettler founded KSI in 1977 under the original name of Kettler & Scott, Inc. Prior to forming KSI, Mr. Kettler began his career in 1973 constructing retail outlets for local chain stores and remodeling homes and small apartment buildings. He also developed several custom home communities in Northwest Washington in the early 1970's.

Under Mr. Kettler's leadership, KSI has assembled, master-planned, zoned, and developed many of the largest planned communities in the Washington, D.C. Metropolitan area, comprised of over 40,000 dwelling units covering nearly 20,000 acres and, as a result, has become the largest land development company in the Washington Metro region. Examples of these communities include Sully Station, Virginia Run, Piedmont, Lorton Station, Cascades, Wellington, Potomac Station, Port Potomac, Brambleton, and Prince William Town Center. In addition, Mr. Kettler, through KSI, developed and owns a majority interest in a portfolio of 12,000 apartments in the Washington Metro area, of which 9,000 units are managed by KSI and over 6,000 are either in production or in the pipeline for acquisition or construction. KSI delivers approximately 2,000 units per year to the marketplace and is ranked among the top 20 largest multifamily developers in the U.S.

Mr. Kettler has developed many mixed-use commercial developments with over 5 million square feet of retail and office uses. Several projects are stand-alone developments, including the two million square foot Trinity Centre and 1.5 million square foot Middleton project, both in Fairfax County. However, most mixed-use projects developed by KSI are embedded in planned communities and consist of neighborhood and community retail and employment uses. KSI has developed 14 food-anchored centers and associated neighborhood employment developments in this format.

KSI is the developer of the Lowes Island Club in Cascades in Loudoun County, Virginia, and the Piedmont Golf Club in Prince William County, Virginia, both Tom Fazio designed courses. His firm acquired and remodeled the Goose Creek Golf Course in Leesburg, Virginia in 2000. In addition, the Company planned the Brambleton golf course in Loudoun County, which he sold to the Northern Virginia Regional Park Authority in 1993. KSI is currently developing two new championship golf courses, one in Eastern Prince William County, Virginia, and one in southern Fairfax, Virginia.

In 1986, the National Association of Home Builders recognized Mr. Kettler as Developer of the Year. KSI has received hundreds of awards for housing design, land planning, and urban design. These include awards from the Urban Land Institute, Fairfax County (for environmental engineering and tree preservation), community associations as well as industry associations and publications.

Mr. Kettler has served on the Board of Directors of the Northern Virginia Building Industry Association, the Northern Virginia Political Action Committee, the Washington Metropolitan Area Boys Club, and Venture America (a Washington-based venture capital group), and Metropolitan Memorial United Methodist Church. He was on the Board of Trustees of St.





Patrick's School in upper northwest Washington, D.C. and was chairman of the building committee. He has also served on advisory boards at George Mason University and Northern Virginia Community College.

A native Washingtonian, Mr. Kettler attended the George Washington University and American University for four years between 1970 and 1974, concentrating in economics and real estate. He and his wife Charlotte have been married for 20 years and have four children.



# ■ Executive Bio

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## President

Richard W. Hausler serves as President of KSI Services, Inc. He joined KSI in 1986. He oversees the company's day-to-day operations, including its land and multifamily acquisitions, planning, and development. He establishes new ventures and coordinates projects with government and regulatory agencies, local citizens and community leaders from inception through completion.

Current KSI projects include high-rise multifamily/mixed-use projects in Reston, Silver Spring, Rockville, Arlington and Pentagon City; as well as major planned community and multifamily developments in Virginia, Maryland and the District of Columbia. These projects include planned residential and mixed-use developments totaling approximately 9,000 residential lots and 3,000,000 square feet of commercial and retail. KSI has over 9,000 apartments under management and 6,000 under development and pending acquisition. KSI apartments are managed by KSI Management Corporation.

Mr. Hausler has served as a member of the Virginia Housing Study Commission Subcommittee with respect to preservation of affordable housing (House Joint Resolution 161). He was a founder of the Virginia Foundation for Housing Preservation and the Lorton Arts Foundation. He has presented trade seminars in Land Development, Community Revitalization, Affordable Housing, and Real Estate Finance. He has been an Urban Land Institute panelist on Town Centers in Master Planned Communities and has assisted in planning repatriation housing in Russia.



# ■ Executive Bio

## **Executive Vice President of Operations**

Andrew Buchanan is the Executive Vice President of Operations at KSI Services, Inc. in Vienna, Virginia where he supervises the areas of finance and accounting.

Mr. Buchanan brings extensive real estate financial, tax and analytical expertise to his position. His responsibilities include overseeing all finance, accounting, information systems, strategic planning and management reporting for KSI and its related development properties.

Prior to joining KSI Mr. Buchanan served as the Controller of Carl M. Freeman Associates in Potomac, Maryland, where he was responsible for debt placement, acquisition due diligence, tax planning and financial analysis for a successful privately owned real estate company. Prior to working for CMFA, Mr. Buchanan was employed as a tax manager with Ernst & Young in Washington, D.C. He specialized in real estate consulting taxation. Mr. Buchanan also served as a financial/investment analyst from 1993 to 1996 for HH Hunt Corporation, a diversified real estate development company that builds homes, master planned communities and golf courses in Richmond, VA. Mr. Buchanan is a CPA and was employed by Arthur Andersen & Co. from 1990 to 1993.

A graduate of the American University of Washington, DC, he received a Bachelor of Science/ Bachelor of Arts degree in accounting in 1990. In addition to managing the financial complexities of KSI, Mr. Buchanan is a dedicated husband and father of two young boys living in McLean, Virginia.



# ■ Executive Bio

## Senior Vice President of Community Planning & Development

Edward S. Byrne is KSI's Senior Vice President of Community Planning and Development. He is responsible for pre-development project management tasks, which include land use analysis, feasibility studies, land planning, and zoning. Mr. Byrne oversees the site evaluation and master planning of properties and outreach to community organizations involved with or interested in KSI's projects. He also works with government personnel to obtain approval of properties.

Mr. Byrne currently supervises KSI projects such as a 70-acre mixed-use project in Centreville, VA, four residential projects involving over 800 housing units, and two commercial projects comprising over 300,000 square feet of retail space.

Prior to joining KSI, Mr. Byrne was a Senior Project Manager and Associate at Dewberry & Davis, the largest engineering and planning firm headquartered in Virginia. As Senior Project Manager and Associate, he managed the site planning, zoning and preliminary engineering of residential and nonresidential land development initiatives for clients with projects located in Loudoun County, Virginia. He also negotiated with elected and appointed government officials at the Commonwealth and local level for project approval. Mr. Byrne served as Vice President, Planning & Development at The Evans Company, a northern Virginia-based real estate development company. Prior to his employment at The Evans Company, Mr. Byrne was the Executive Director of the Dulles Area Transportation Association, a nonprofit transportation association in the greater Dulles area. Mr. Byrne has also served as a Land Use Planner with Fairfax County, Virginia.

Mr. Byrne earned a Bachelors degree and Masters degree in Urban Affairs from Virginia Polytechnic Institute And State University. He is currently President of the Committee For Dulles. He is married and the father of four children.



# ■ Executive Bio

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## **Senior Vice President, Mixed-Use and Commercial Development**

Charles Kieler is the Senior Vice President, Mixed-Use and Commercial Projects at KSI Services, Inc. in Vienna, Virginia. Mr. Kieler oversees the development process from acquisition through entitlements, site planning, financing, construction, and property management of KSI's substantial commercial and mixed-use holdings.

Mr. Kieler brings extensive real estate development expertise to KSI. For 20 years prior to joining KSI, Mr. Kieler served as President of Fried Companies, Inc. He was responsible for all aspects of the development process for a successful privately owned real estate company. Before working for Fried Companies, Mr. Kieler was employed with a local public accounting firm specializing in real estate clients. Mr. Kieler is a certified public accountant and received his license from Virginia in 1982.

A graduate of The George Mason University of Fairfax, VA, he received a Bachelor of Science degree in accounting in 1978. Mr. Kieler resides with his family in Vienna, Virginia.





# ■ Executive Bio

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## **Senior Vice President of Construction**

Wayne A. Hobbs serves as Senior Vice President of Construction at KSI Services. He oversees all multifamily construction, which includes both garden and high-rise apartments.

Current KSI projects include an eighteen-story high-rise in Pentagon City, and multiple garden apartments with pre-cast structured parking throughout the metropolitan D.C. area.

Prior to joining KSI, Mr. Hobbs was Vice President for Bovis Lend Lease in the Washington, D.C. office. Mr. Hobbs directed all of Bovis Lend Lease's multi-family construction in the Washington metropolitan area, which consisted of approximately 3,000 units per year.

Mr. Hobbs holds a Bachelor's Degree from Edwards Military Institute. He has been in the construction industry in Northern Virginia for 30 years.

